

## Message Text

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EUR/RPE/RBRESLER

EB/OCA/CM:SHARRIS

EB/EX/FWILSON

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FM SECSTATE WASHDC

TO ALL EUROPEAN DIPLOMATIC POSTS

AMCONSUL ANTWERP

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL HAMBURG

AMCONSUL AMSTERDAM

AMCONSUL BARCELONA

AMCONSUL BILBAO

AMCONSUL FRANKFURT

AMCONSUL ISTANBUL

AMCONSUL MILAN

AMCONSUL MUNICH

AMCONSUL NAPLES

AMCONSUL ROTTERDAM

AMCONSUL STUTTGART

AMCONSUL ZURICH

XMT AMEMBASSY BERLIN

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

USMISSION NATO

AMEMBASSY NICOSIA

AMEMBASSY OTTAWA

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY VALLETTA

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AMEMBASSY WARSAW

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E.O. 11652: NA

TAGS:BEXP, OCON, XG

SUBJECT: WESTERN EUROPEAN COMMERCIAL OFFICERS CONFERENCES

1. STATE/COMMERCE PREPARING HOLD TWO COMMERCIAL OFFICERS CONFERENCES WESTERN EUROPE IN OCTOBER. NORTHERN CONFERENCE IN THE HAGUE, OCTOBER 20-22 AND SOUTHERN CONFERENCE IN MILAN, OCTOBER 26-28, 1976. EXPENSES, INCLUDING TRAVEL AND PER DIEM FOR POST PARTICIPANTS, WILL BE EQUALLY SHARED BY STATE AND COMMERCE. MAJOR FOCUS OF CONFERENCES WILL BE THE CORRELATION OF RESOURCES OF COMMERCIAL SECTIONS ABROAD WITH DEMANDS AND NEEDS OF THE AMERICAN BUSINESS COMMUNITY IN DEVELOPING EXPORT MARKETS. OTHER SUBJECTS WILL INCLUDE MANAGEMENT OF COMMERCIAL SECTIONS, (CCP), TRADE POLICY, FINANCIAL SUPPORT OF EXPORTS, ETC.

2. STATE/COMMERCE ABLE TO INVITE ONE OFFICER FROM EACH ADDRESSEE POST, AND ADDITIONAL OFFICER(S) FROM PARIS, BONN, LONDON, FRANKFURT, ROME, MILAN AND MADRID. INTENTION IS TO INVITE HIGHEST RANKING COMMERCIAL OFFICER AT POST. WHERE TWO OFFICERS ARE INVITED TO ATTEND, IT IS PROPOSED THAT THESE BE CHIEF OF E/C SECTION AND THE SENIOR OFFICER PRIMARILY RESPONSIBLE FOR COMMERCIAL WORK. IF ANY SELECTED OFFICER IS TO BE REASSIGNED SHORTLY AFTER CONFERENCE, ATTENDANCE OF ANOTHER OFFICER IS ENCOURAGED PROVIDED LATTER

IS CLOSE TO COMMERCIAL PROGRAM AND IS EXPECTED TO PROVIDE CONTINUITY TO MISSION COMMERCIAL PROGRAM MANAGEMENT. BASED ON THESE CRITERIA, STATE/COMMERCE PROPOSE FOLLOWING PARTICIPANTS FOR WESTERN EUROPE CONFERENCES:

NORTH---THE HAGUE

BRUSSELS: EDWARD KELLER, JR.

ANTWERP: JOHN HEIMANN

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COPENHAGEN: EDWARD RANKIN

HELSINKI: EDWARD MARCOTT

PARIS: JOHN BLODGETT, BRUCE STRONG, JOHN FERRITER

BONN: TOBY ZETTLER

BERLIN: JOAN CORBETT

BREMEN: THOMAS WESTON

DUSSELDORF: JOHN BLIGH, JR.

HAMBURG: THOMAS REYNERS

REYKJAVIK: RICHARD KING  
DUBLIN: BRYAN BAAS  
LUXEMBOURG: JOHN RILEY  
THE HAGUE: JOSEPH HARARY  
AMSTERDAM: TIM BROWN  
ROTTERDAM: RODNEY RYDLUN  
OSLO: DAVID HOLTON  
STOCKHOLM: WALTER STADTLER  
LONDON: BORRIE HYMAN, CHARLES SHAW, LARRY WILLIAMSON

PLUS U.S. OECD - PARIS  
-----USEC - BRUSSELS

SOUTH ---MILAN

VIENNA: NORMAN LABRIE  
BONN: GUSTAF COONTZ  
FRANKFURT: TRADE CENTER DIRECTOR, PETER BECKER

MUNICH: PAUL WISGERHOF  
STUTTGART: FRANK SCHMELZER  
ATHENS: RICHARD JACKSON  
ROME: ALBERT ZUCCA, BROCKWAY LAWRENCE  
MILAN: WILLIAM WHITMAN, JR.  
NAPLES: MICHAEL SKOL  
LISBON: ROBERT PASTORINO  
MADRID: RICHARD OWEN, LEO CECCHINI  
BARCELONA: JAMES DEVLIN  
BILBAO: WALTER WEST  
BERN: GEORGE KELLY  
ZURICH: WALTER HAYDEN, JR.

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ANKARA: JACK CARLE  
ISTANBUL: ROBERT BECKHAM  
BELGRADE: WILLIAM WALLER

PLUS: U.S. OECD - PARIS  
-----USEC - BRUSSELS

NOTE: BONN WILL SEND ONE OFFICER TO NORTH CONFERENCE  
AND ONE OFFICER TO SOUTH CONFERENCE.

3. THE ATTENDANCE OF RANKING COMMERCIAL OR E/C OFFICERS  
IS IMPORTANT AND SHOULD BE GIVEN TOP PRIORITY. WASHINGTON  
DELEGATION WILL HOPEFULLY INCLUDE DEPUTY ASSISTANT  
SECRETARIES FROM STATE AND COMMERCE. DELEGATION PRESENTA-  
TIONS WILL BE KEPT TO MINIMUM SINCE IT IS ENVISIONED

CONFERENCE WILL CONSIST LARGELY OF DISCUSSION AND DIALOGUE SESSIONS.

4. CONFERENCES WILL BE PRECEDED BY AN EVENING RECEPTION ON DAY BEFORE CONFERENCE OFFICIALLY OPENS. ATTENDEES SHOULD TIME THEIR ARRIVALS DURING DAYLIGHT HOURS PRECEDING DAY. WIVES ATTENDANCE PERMITTED AT INDIVIDUALS OWN EXPENSE BUT NOT ENCOURAGED DUE FULL SCHEDULE DURING CONFERENCE.

5. ADDRESSEE POSTS REQUESTED CONFIRM OFFICERS ATTENDING

CONFERENCE BY AUGUST 10, 1976. PLEASE ADDRESS CABLE TRAFFIC ATTENTION EB/OCA/CM/STAN HARRIS AND COM/BIC/OIM/OD TOM THOMAS WITH SIMULTANEOUS INFORMATION JOSEPH HARARY, CONTROL OFFICER, THE HAGUE CONFERENCE AND JOHN PITTS, CONTROL OFFICER, MILAN CONFERENCE. UNLESS OTHERWISE IMMEDIATELY INSTRUCTED, THE HAGUE WILL BOOK RESERVATIONS AT THE CENTRAL HOTEL, (WITHIN WALKING DISTANCE OF EMBASSY),

TUESDAY, OCTOBER 19 THRU FRIDAY, OCTOBER 22, 1976 AND MILAN WILL BOOK RESERVATIONS AT HOTELS LANCASTER AND MONTEBIANCO MONDAY, OCTOBER 25 THRU THURSDAY, OCTOBER 28, 1976. DUE TO THE CONTENT AND TIGHT SCHEDULING OF THESE CONFERENCES, IT IS SUGGESTED THAT, DURING THE CONFERENCES, ALL PARTICIPANTS REMAIN TOGETHER AT ACCOMODATIONS MADE FOR UNCLASSIFIED

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. OFFICERS WILL BE HELD PERSONALLY AND FINANCIALLY RESPONSIBLE FOR THE ABOVE ROOM RESERVATIONS UNLESS THE HAGUE/MILAN GIVEN ADEQUATE ADVANCED NOTICE OF REVISED PLANS. THE HAGUE (NORTH) CONFERENCE WILL BE HELD IN EMBASSY AUDITORIUM AND MILAN (SOUTH) CONFERENCE WILL BE HELD AT TRADE CENTER UNLESS OTHERWISE NOTIFIED.

6. FINAL CONFERENCE AGENDA WILL BE PREPARED IN WASHINGTON. POST SUGGESTIONS FOR AGENDA TOPICS AND/OR WORKSHOP SESSIONS, RELEVANT TO WESTERN EUROPE, ARE SOLICITED. REQUEST CABLE ALL SUGGESTIONS ATTENTION: EB/OCA/CM/STAN HARRIS AND COM/BIC/OIM/OD/TOM THOMAS.

7. SEPTELS WILL FOLLOW GIVING FISCAL DATA FOR CONFEREES DETAILS OF PROGRAM AND PROGRAM PARTICIPANTS. PARTICIPANTS IN THE AGENDA PROGRAMS WILL ALSO BE NOTIFIED IN SEPTELS.

FOR USEC AND USOECD: SEPTELS REGARDING MISSION PARTICIPATION WILL FOLLOW. ROBINSON

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## Message Attributes

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